

Workplan Logistics
Program Contact: Lori O'Connor, #3019

I. Selling/Execution Detail

Month: September

Promotion: SALEM Tear Tape (.30¢ off 1 Pack)

Promotion #: 800438 Drive period 809 for promotional product orders Pre-Sleeved: No

Item #: Display shipper 541964

Segment: Partner Pack Outlets as "identified" on grid for SALEM

SKU Quantity: 40

Placement/MSA Reporting: S A L 9 8 - - 3 0 / 1 P K

Reporting Dates: 9/14/98 - 10/30/98

Promotion Details: **1) Promotion Description:** SALEM 30¢ off 1 pack tear tape. Product is in white promotional cartons.

2) Materials Description: SALEM 40-Pack Display/Shipper (1 SKU) includes

Paster #541970 available in eachees. Pack Replica POS #541973

3) Recommended Displays: #541964

4) Special Instructions: PLEASE ENSURE ADEQUATE POS - PACK REPLICA AND PASTERS ARE AVAILABLE TO THE FIELD. USAGE HAS BEEN MINIMAL TO DATE.

Pricing Details: - **Invoice Description:** SAL 98 30/1 PK

- **Pricing:** Reduced list price

- **Terms:** Standard 3.25% .5% EFT

- **Additional Allowance:** NA

Promotional Packaging UPC: N/A

Product UPC:	Packs	*Carton	Cases
FF 85	0 12300-12039	9 724461000	24194
LT 85	0 12300-12439	9 724458000	24196
FF 100	0 12300-12239	9 724462000	24195
LT 100	0 12300-12539	9 724460000	24197

VAP Payment Per 6M Case: **1) Pack Only:** \$4.75 per promoted 6M case (\$0.64 per SKU of 40)

2) Pack and Ship: \$7.00 per promoted 6M case (\$0.94 per SKU of 40)

II. Promotion Timing

Allocations Available: 8/3/98

Model Available: Stub model will be used to obtain quantities

Allocation Adjustments to Model: Prior to 7/31/98 close of business

Templates Available: 8/3/98

Allocations to Direct Account Level by Winston-Salem: 8/3/98

First Order Date: 8/10/98

First Delivery Date to Direct Accounts: 8/31/98

VAP/Delivery Date to Retail Accounts: 9/14/98

Last Delivery Date to Direct Accounts: 9/25/98

Roll Remaining Allocations to Next Drive Period: N/A

- * **Promotional carton UPC will not be printed on the carton. Provided for communication purposes only to direct accounts as needed.**

51854 7913

13
6/17/98